

**COUNTY OF FAIRFAX, VIRGINIA
NOTICE OF RECEIPT OF AN UNSOLICITED PROPOSAL FOR A PUBLIC-PRIVATE
PARTNERSHIP TO DEVELOP AFFORDABLE AND WORKFORCE HOUSING ON THE SITE
KNOWN AS NORTH HILL**

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

The County of Fairfax has received and accepted an unsolicited proposal(s) under the provisions of the Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA) for a public-private partnership to develop affordable and workforce housing on the site known as North Hill, located on Richmond Highway. The County intends to evaluate this unsolicited proposal for further conceptual-phase consideration, or may negotiate a comprehensive agreement with the proposer based on the proposal.

In accordance with the procedures adopted by Fairfax County and the provisions of the PPEA, other interested firms or other private entities are invited to submit competing unsolicited proposal(s) for this project for simultaneous consideration in accordance with this document by delivering one (1) original (duly marked) and ten (10) complete copies, together with the required initial review fee of \$5,000 to the Director, Department of Purchasing and Supply Management, 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013. Proposals must be clearly identified as a "PPEA Proposal" and received by the Fairfax County Department of Purchasing and Supply Management, at the above address, no later than 2:00 P.M., local prevailing time, on Thursday, May 30, 2013. Proposals received in the Office of the County Purchasing Agent after the date and time prescribed shall not be considered for contract award and shall be returned to the offeror.

Questions regarding this document should be submitted to the following e-mail address:
NorthHillPPEA@fairfaxcounty.gov

Copies of the unsolicited proposal, subject to the provisions of the Virginia Freedom of Information Act and section 56-575.4G of the PPEA, are posted with this document.

Unsolicited proposals submitted pursuant to this notice hereby incorporates the procedures outlined in the "Fairfax County Procedures Regarding Requests Made Pursuant to the Public-Private Education Facilities and Infrastructure Act of 2002" dated March 30, 2009 and Article 3 of the "Fairfax County Purchasing Resolution" entitled "Bidder/Contractor Remedies" dated June 30, 2008. Copies of these documents may be accessed by going to the Department of Purchasing and Supply Management's Web site at: <http://www.fairfaxcounty.gov/dpsm/regs.htm> or you may call (703) 324-3201.

NORTH HILL REQUEST FOR COMPETING PROPOSALS

1. Overview and Property Description

- 1.1. The North Hill property consists of approximately 33 unimproved acres fronting Richmond Highway. It is part of a larger 48 acre parcel known as 7200 Richmond Highway, Mount Vernon District, Fairfax County, Virginia. In 1991, approximately 15 acres of the 48 acres were developed into the manufactured home community of Woodley Hills Estates.
- 1.2. The development of the North Hill property is intended to create high quality affordable housing while creating a community park. The development is expected to offer a diversified residential income mix, and serve as a catalyst and help contribute to the revitalization of the Richmond Highway corridor. North Hill provides the potential to construct 350 or more residential dwelling units in a sustainable and walkable community. It is expected that new residential development will generate synergy and investment in the Richmond Highway revitalization while at the same time providing essential affordable housing.
- 1.3. The North Hill site is further described as an approximate 33 acre portion of the 48 acre property known as Fairfax County Tax Map Section 92-4, Double Circle 1, parcel 82A. The property is owned by the Fairfax County Redevelopment and Housing Authority (FCRHA). It is comprised of three separately zoned areas consisting of approximately five acres zoned C-8, 11 acres zoned R-MHP and 18 acres zoned R-2. The entire 33 acres is designated as Public Park for passive recreational use under the current Fairfax County Comprehensive Plan. Please see descriptive materials provided in Section 9 below including property location map, existing zoning graphic, topographic and boundary survey and environmental site assessment.

2. Development Objectives

Primary objectives for the development of the North Hill site, as more fully described in Section 3, Development Criteria, include:

- 2.1. **Affordability**
Implement the County's mission of creating affordable housing. All residential rental or for-sale units shall be affordable to households earning 30% of the Area Median Income (AMI) as established by HUD up to market rate¹ (See Section 3.1 below).
- 2.2. **Design/Development**
Demonstrate highest quality of site planning and design. Create an imaginative, mixed-income community that includes 350 or more multi-family housing units and retains parkland.
- 2.3. **Parkland**
Any development plan should achieve a balance between land preserved for a community park and that portion of the site to be developed.
- 2.4. **Revitalization**

¹ All housing shall comply with the 80% threshold requirements under the Community Development Block Grant funds utilized in the acquisition financing of the property.

Contribute to the revitalization of the Richmond Highway corridor through the development of a high quality residential community.

2.5. Community Outreach

Implement a community outreach strategy that includes adjacent communities and local advisory groups, associations and committees.

2.6. Transaction Structure

In consideration of a Ground Lease and at no cost to the FCRHA, the selected Offeror shall design, construct, own and operate the residential rental units. The County may also consider disposition of the fee simple interest for a portion of the site to accommodate and allow for any proposed for-sale units.

2.7. Financing

All proposed development for the North Hill site must be economically feasible. Any development plan submitted in response to this Request for Competing Proposals must include a financing strategy that mitigates risks associated with changes in capital market conditions and is in keeping with the County's high standards of credit quality.

2.8. Accessibility

Minimum of 5% of all residential units shall be fully accessible. Universal design features should be incorporated throughout the site.

2.9. Offeror Qualifications

Offerors should demonstrate proven experience, financial capacity, and expertise in Federal Low Income Housing Tax Credit financing, multi-family development and construction, as well as affordable housing development and management.

3. Development Criteria

The following is a more detailed discussion of the Development Objectives identified in Section 2:

3.1. Affordability

The development shall create additional affordable workforce housing as follows:

- 10% of units shall be affordable to households earning 30% AMI
- 20% of units shall be affordable to households earning up to 50% of AMI
- 70% of units shall be affordable to households earning 60% of AMI up to market rate².
- Preference given to offerors that provide additional units beyond the proportions indicated above
- FCRHA reserves the right to negotiate other housing affordability mixes at its discretion

3.2. Design – Development

The FCRHA does not desire to constrain the flexibility of potential respondents in devising innovative approaches which combine high quality - including attractiveness, durability, maintainability and sustainability - with economical design concepts and construction

² All housing shall comply with the 80% threshold requirements under the Community Development Block Grant funds utilized in the acquisition financing of the property

techniques; however, proposals should:

- Demonstrate an understanding of the site's opportunities and existing conditions (eg underground utilities, external and internal access, trees and topography). A narrative describing and qualifying the developer's conclusions should be submitted as part of the development plan.
- Development of the property shall commence from the site's Richmond Highway frontage.
- Recognize that the Fairfax County Comprehensive Plan will have to be amended to allow a rezoning for the development contemplated herein.
- The Executive Summary of the unsolicited proposal submitted by AHP Virginia L.L.C. proposes to modify the existing C-8 portion of the site to allow a higher density mixed-use development with Richmond Highway commercial uses. Although it is the preference of the FCRHA for the 33 acres to consist of parkland and residential development, proposals that contain a mixed-use element for the Richmond Highway frontage may be considered.
- Address Richmond Highway's road and streetscape improvements as identified in the Fairfax County Comprehensive Plan.
- Incorporate innovative uses of building heights, building massing and spacing, parking, building materials, and views to enhance the relationship of the facilities to each other and to the adjacent offsite residential and commercial areas.
- The proposed development should incorporate sustainable design principles consistent with Fairfax County's Sustainable Design Policy, including use of low impact site development features.
- The proposed development shall be designed pursuant to the Fairfax County Guidelines for Architects and Engineers (Guidelines), as amended such that the subject facilities are designed to be consistent with the quality of other reasonable compared facilities of similar use. A copy of the Guidelines can be viewed and downloaded at the following location:
http://www.fairfaxcounty.gov/dpwes/publications/guidelines/guide_toc.htm
- Address transportation improvements, including any proposed or future roadway reconfigurations and/or realignments; pedestrian and vehicular connectivity; permanent parking solutions.
- Identify the anticipated impacts that the development will have, if any, on the surrounding neighborhoods and propose appropriate mitigation measures.
- Preserve the natural environment of the site, particularly the trees, to the greatest extent possible.
- Provide access to community amenities to the adjacent Woodley Hills Estates community.

3.3. Parkland

Retain that portion of the 33 acre site that is not subject of proposed development as a community park

3.4. Revitalization

The FCRHA offers an exceptional opportunity along the Route 1, Richmond Highway corridor to develop its North Hill property.

Development of North Hill is intended to create a vibrant, high quality community serving as a catalyst to the revitalization of the Richmond Highway corridor. The site provides the potential for a sustainable and walkable community in a development with 350 or more residential units with frontage on Richmond Highway. It is recognized that the Fairfax County Comprehensive Plan will have to be amended to allow a rezoning for the development of the contemplated residential densities. The successful offeror shall be responsible for all costs and fees associated with the development including but not limited to Comprehensive Plan change, rezoning, engineering, design and plan approvals.

3.5. Community Outreach

All proposals must have a clear and comprehensive community outreach strategy that includes all surrounding communities as well as local community organizations, groups and committees.

3.6. Transaction Structure

- It is anticipated that the County will retain ownership of the land and will provide a long term unsubordinated Ground Lease to the developer. The annual ground lease payment should reflect market value. The County may also consider sale of a portion of the property at market value to accommodate and allow for for-sale units at market rate³. Offerors that propose to purchase a portion of the property will be required to comply with all CDBG requirements and covenants.
- The unsubordinated Ground Lease shall be utilized on the portions of the 33 acre property to be ground leased. Proposals shall include proposed structure, amount, and timing of ground rent payments to the FCRHA – preference will be given to offerors who propose the greatest non-contingent payments.
- Upon expiration of the Ground Lease, all buildings and improvements contained within the Ground Lease area shall revert back to the FCRHA; any financing shall be secured only on the ground leasehold interest; there shall be no financing on the FCRHA's fee interest; the agreement shall present no cost or risk to the FCRHA or the County; the Successful Offeror shall be responsible for all engineering, design and zoning and costs thereof including all operating and maintenance costs on any leasehold portion improvements; and, shall incur all risk of development and construction.

3.7. Financing

Offerors shall provide a description of their strategy for financing the initial development and construction as well as the long-term operation of the completed improvements. The financing plan should include at a minimum:

- anticipated financing costs
- discussion of the risks and benefits of the structure

³ All housing shall comply with the 80% threshold requirements under the Community Development Block Grant funds utilized in the acquisition financing of the property

- how changes in capital market conditions can be accommodated by the proposed financing structure (specifically changes in interest rates and leverage)
- long term outlook for project financial viability
- why this strategy is the most advantageous to the FCRHA and the County
- timing for execution of financing and financing closure

All proposed development for the North Hill site must be economically feasible. Understanding that there may be many alternatives available, the FCRHA does not wish to constrain the flexibility of Offerors in devising suitable financing plans. For example, possible financing strategies may include, but are not limited to:

- Use of privately arranged short term borrowing to be redeemed with permanent financing, including, but not limited to tax-exempt bond financing.
- Use of 9% Low Income Housing Tax Credits (LIHTC) available through the Virginia Housing Development Authority, or 4% Low Income Housing Tax Credits.
- Offerors that propose to utilize the competitive 9% LIHTC must also provide a contingency plan in the event the 9% credits are not obtained.
- In the event tax-exempt financing is utilized then it will be expected that such financing shall be issued through the FCRHA.

Community Development Block Grant (CDBG) funds were used in the original purchase of the North Hill property. The CDBG Loan funds were appropriated by the Federal Department of Housing and Urban Development to Fairfax County through Section 108. As such, the property is subject to income and other restrictions of the CDBG program including restrictions defined in 3.1 above. Offerors that propose to purchase a portion of the property will be required to comply with all CDBG requirements and covenants.

3.8. Accessibility

A minimum of 5% of the units shall be fully ADA accessible. The accessible units can be provided within the affordable units. Universal design features are expected to be incorporated to the greatest extent possible.

3.9. Offeror Qualifications

Offerors should have proven experience, financial capacity, and expertise in Federal Tax Credit funding mechanisms, multi-family development and construction and affordable housing development and management.

4. Competing Proposals Submission Structure and Components

4.1. General

Proposals should be printed on 8.5 by 11 inch paper and bound into one binder containing both the technical and financial components as described below.

It is the Offeror's responsibility to clearly describe the project it proposes to develop. Offerors are cautioned that organization of their response, as well as thoroughness, is

critical to the evaluation process. All forms must be completed legibly and in their entirety, and all required supplemental information must be furnished and presented in an organized, comprehensive and easy to follow manner.

Proposals may be submitted by mail or delivered in person.

Each Offeror responding to this Request for Competing Proposals is encouraged to supply all the documentation requested herein. Failure to provide documentation with the Offeror's response may result in the disqualification of the Offeror's proposal.

4.2. Technical Component

The Offeror should submit the following information, arranged in the same order and identified with headings as presented herein. This information will be considered the minimum content of the proposal. The Project has not been officially named; however, Offerors may refer to the Project throughout their application materials by the name "The Residences at North Hill Park".

4.2.1. Transmittal Letter

A letter signed by an officer of the development team authorized to make a binding commitment for the Offeror without the consent or joiner of any other party or authority. Transmittal Letter should state that the Proposal is valid for 180 days and that, if selected, the Offeror will negotiate in good faith with Fairfax County.

4.2.2. Completed Appendix A

4.2.3. Table of Contents

4.2.4. Executive Summary including all technical and financial information (five pages maximum)

4.2.5. Development Team Information

4.2.5.1. *Development Team Overview and Organizational Structure*

Offerors shall provide a company overview for each member of the proposed Development Team. Offerors must identify the lead Developer and the role of each member of the Development Team, as well as the proposed Project Manager and project architect.

Offerors shall provide an organizational chart and narrative description that identifies the proposed team structure, clearly delineating relationships among reporting roles. Summary qualifications of key project staff should be included as well as a description of their role on this project and relevant experience.

4.2.5.2. *Past Performance*

Offeror's qualifications should demonstrate expertise, financial capacity and proven experience in multi-family residential development, mixed-income / affordable housing development and management, public-private partnerships, and successful procurement of LIHTC funding.

Offerors should provide illustrative materials of recent projects of similar or comparable scope with specific emphasis on multi-family development projects with affordable housing components in the region over the past 10 years. Past Performance examples should include:

- a. Name / address / location of project
- b. Development team members including lead Developer, project architect, general contractor, lender(s) and equity provider(s)
- c. References including names, addresses, telephone numbers and email addresses and a letter authorizing each reference to respond to inquiries regarding the design, financing and development of the project as well as prior projects
- d. Evidence of design excellence and inclusion of sustainable design features
- e. Development scope
 - i. Land area acreage/square feet
 - ii. Square footage of buildings (broken down by product type)
 - iii. Residential unit mix (market rate units, affordable units – indicate AMI thresholds)
 - iv. Parking spaces and orientation (above grade structured, surface, below grade)
 - v. Construction type (high rise, mid-rise, low rise)
- f. Development costs (excluding land costs)
 - i. Total project development costs
 - ii. Hard costs by product type (total and \$ / s.f.)
 - iii. Soft costs
 - iv. Development fees
- g. The sources and amounts of project funding
- h. Development structure – indicated whether the project was a Public-Private Partnership, and if so Offerors must provide the following information:
 - i. Whether the project was in response to an open solicitation
 - ii. Total consideration to the government including but not limited to:
 - a. Land value (initial proposal and final negotiated agreement) – amount, methodology for establishing amount (if applicable), timing of payments
 - b. Affordable housing
 - c. Other public benefits - list and identify the cost of each (i.e. public parking, public facilities, etc.)
 - iii. If the project received public financial assistance, provide the following information:
 - a. Form and structure of public financial assistance (i.e. tax-exempt bonds, below market debt, guarantees and other types of credit enhancement, grants, Tax Increment Financing, Payments In Lieu Of Taxes, etc.)
 - b. Amount of assistance / subsidy
 - c. Timing of assistance – when were the funds contributed (as applicable)
 - d. Initial proposed amount, timing, and terms

- e. Final negotiated amount, timing, and terms
- i. Project timeline from initial planning to land acquisition to construction completion and lease up / sale as well as current project status
- j. Challenges associated with the project
- k. Statement of how the project compares to the North Hill project
- l. Any factual measures of success including but not limited to:
 - i. Initial budget vs. final cost
 - ii. Projected Net Operating Income (NOI) for first stabilized year (and projected year) vs. actual stabilized NOI (and actual year of stabilization)
 - iii. Satisfaction of public entity (where applicable, demonstrate through past performance review)

4.2.6. Development Overview

Information should be provided that demonstrates an understanding of the site's opportunities and constraints. This should include at a minimum, the following:

- a. Narrative description of the Offeror's vision for the project
- b. How the Development Plan addresses each of the goals set forth herein.
- c. A full description of land areas proposed to be developed.
- d. Proposed Development Program including residential unit mix with unit count and square footage for each unit type and affordability level by building and/or phase (Complete Appendix A - Development Program Summary Sheet)
- e. Existing conditions (e.g., infrastructure, utilities, external and internal access, topography).
- f. The anticipated impact that the development will have, if any, on public facilities, public improvements, and the surrounding properties
- g. Although it is not the FCRHA's preference to have the project develop in phases, if phasing is proposed, provide a phasing plan that indicates areas and uses to be developed
- h. Detailed description of the design / construction quality of the residential units and overall site / public infrastructure amenities
- i. Identification of costs associated with proposed site / public infrastructure amenities
- j. Proposed planning of infrastructure costs (e.g. proffers, public art, walkways, etc.)

4.2.7. Development Plan and Renderings

Offerors should submit a proposed conceptual development plan and building renderings as well as a description of land uses. Additionally, a full color visual of the

development plan 2' by 3' in size should accompany the Proposal. The visual must be flat folded and be a maximum of four sheets. The development plan and supporting graphics should portray the layout, the visual character of the proposal design, and the relationship to adjacent properties, as well as a narrative that explains the concept and organizing principle. The plans should also include the following elements:

- a. Location and dimensions of paved surfaces and open space areas
- b. Location of existing and proposed dimensions of parking areas and drive aisles, driveways, curb cuts, easements and rights-of-way, walkways, transit stops, and bicycle parking areas
- c. Pedestrian and vehicular infrastructure improvements; permanent parking solutions; streetscape improvements; and interim parking solutions during the proposed project's construction that result in minimal disruption to residential uses, if any.
- d. Location and description of proposed on-site amenities and recreational areas.
- e. Richmond Highway proposed road and streetscape improvements.

4.2.8. Project Schedule

Offerors should submit a Project schedule, detailing the duration (in number of months) and dates for key milestones beginning at initial selection (assume 10/01/2013) through stabilized occupancy of the completed building. The Project Schedule must clearly distinguish activities and events which are specific to each phase of development if multiple phases are proposed. Offerors must identify the anticipated time required for each governmental approval. The Project Schedule must identify the anticipated dates and outside dates of conveyance for each phase of development (as applicable), timing of payments to the FCRHA. The Project Schedule must address at a minimum, the following:

- a. Concept plan preparation, review and approval by County staff
- b. Development Plan preparation, review and approval by County staff
- c. Local/state/federal governmental and jurisdictional approvals and actions (zoning, site plan, etc.)
- d. Project financing plan approval
- e. Schematic design, design development and construction drawing preparation and approval
- f. Permitting process
- g. Project construction period
- h. Initial occupancy
- i. Final/stabilized occupancy

4.2.9. Community and Stakeholder Outreach Strategy

Each Offeror must describe their understanding and approach to soliciting feedback and obtaining support from the County, FCRHA, community groups and key stakeholders.

The contractor shall be responsible for all aspects of community and stakeholder outreach including the development of presentation materials, meeting schedule and scheduling, meeting logistics.

The community and stakeholder outreach strategy should address:

- a. Sequential steps required to create a successful Development
- b. Milestones and key decision points
- c. Projected frequency of meetings/presentations between the Developer and:
 - i. County Staff
 - ii. Task Force / Advisory groups, if any
 - iii. Public Meetings, Public Presentations, and Public Hearings
- d. Anticipated use of outside consultants, as needed (expenses related to outside consultants will be the sole responsibility of the selected Developer)

4.2.10. Requested Statements

Offerors should submit statements for the following:

- a. The Project will conform to all applicable federal, state, and local laws, regulations and ordinances including all federal and relevant local environmental regulations.
- b. Identify the past, current or anticipated contractual or financial relationship of any member of the Development Team (including, but not limited to, the Developer partners or co-ventures) with Fairfax County. The Development Team must also disclose any contractual or financial relationship which may give the appearance of a conflict of interest.
- c. Describe the Developer's contact with Fairfax County regulatory staff (representatives' names and meeting dates) and the views and representations of the Fairfax County regulatory staff regarding the Project including any existing or anticipated permitting or zoning issues or concerns.

4.2.11. Additional Information

Any other information to assist the FCRHA and Fairfax County in its evaluation of the Proposal including a statement of why the FCRHA and Fairfax County should select the Offeror and its Development Team.

4.3. Financial Component

The Offeror must submit the following information, arranged in the same order and identified with headings as presented herein. This information will be considered the minimum content of the Financial component content.

4.3.1. Proposed consideration to the FCRHA including but not limited to:

- a. Non-contingent fixed payments to the FCRHA.
 - i. Amount of each payment
 - ii. Timing of each payment expressed as number of months following conveyance of the Property
- b. Other direct payments to the FCRHA (please provide description)
- c. Other public benefits (Please provide description)

4.3.2. Financial Plan and Transactional Instruments

Offerors shall provide a description of its strategy for financing the project on a long-term basis including anticipated financing costs, discussion of the risks and benefits of the structure, long term outlook for project financial viability, and why this strategy is the most advantageous to the FCRHA and the County. Proposals will address timing for execution of financing, and financing closure.

Due to the fact that a ground lease is contemplated for the multi-family development, upon expiration of the ground lease, all buildings and improvements contained in the ground lease area shall revert back to the FCRHA. Any such proposal must address and demonstrate that any financing shall be secured only on the ground leasehold interest; there shall be no financing on the FCRHA's fee interest; the agreement shall present no cost or risk to the FCRHA or to the County.

Offerors that propose to utilize the competitive 9% Low Income Housing Tax Credits (LIHTC) must also provide a contingency plan in the event the 9% credits are not obtained.

4.3.3. Project Pro Forma

All financial models must be submitted to Fairfax County on CD as well as hard copy. Offerors must provide a complete project pro forma model in a single Microsoft Excel file ("Offeror Pro Forma(s)"). The Offeror Pro Forms must detail the development scope, project financing, operating projections and capital events for all phases. All Offeror Pro Forms must be dynamic with fully functioning linked formulas. Offerors shall limit hard coding to assumption inputs only which should be identified by blue text. The County may wish to perform sensitivity analyses on various assumptions within Offeror Pro Forms, therefore all formulas should be properly linked to hard coded assumptions.

The pro forma should include a cash flow statement detailing the pre-development, construction and operating period cash flows from project commencement through stabilization on a monthly basis including but not limited to:

- a. development costs
- b. ground rent payments to the County

- c. project funding draws
- d. rental or sales revenue
- e. operating expenses
- f. NOI
- g. debt service
- h. proceeds from sale or refinancing
- i. net cash flow available for distribution
- j. return on equity

All fees and income that the Developer, its partners and affiliates receive from the Project should be clearly shown and by product type. For residential rental units, the submission should include an absorption and lease-up schedule detailing the estimated absorption time.

4.3.4. Tax Impact

Offerors should provide a detailed financial analysis of the Project's impact on the tax base of Fairfax County, including a detailed calculation of the projected annual property taxes, sales taxes, fees and contributions and other local public income. (Note that a comprehensive financial analysis will occur during negotiations with the County. The Selected Developer will be required to update the financial analysis to reflect the Project approved by the FCRHA.)

4.3.5. Historical Financials

Copies of Developer's audited financial statements for the past three fiscal years.

4.3.6. Financial Qualifications

Offerors should provide statements regarding the Developer's financial creditworthiness and past development experience which can be verified, including the names and addresses of at least three (3) commercial or institutional credit references and a letter authorizing each credit reference to respond to inquiries from Fairfax County. At least two (2) of the references should be lending institutions.

5. Copies and Submission

One (1) original (duly marked) and ten (10) copies of the Proposal binder containing both the Technical and Financial components, shall be delivered to the following address **on or before 2:00 PM EDT on May 30, 2013**. An electronic copy of the Proposal containing both the Technical and Financial components shall be submitted on a CD or DVD as well. Electronically stamped delivery receipts are available.

Department of Purchasing and Supply Management (DPSM)
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013
Telephone: 703-324-3201

Offerors are reminded that any changes to this document, in the form of addenda, may be issued between the issue date and within three (3) days before the closing of the solicitation. All addenda MUST be signed and submitted to the Department of Purchasing and Supply Management, 12000 Government Center Parkway, Suite 427, Fairfax, VA 22035 before the time and date of the closing of the bid or must accompany the bid. Notice of addenda will be posted on eVA, the DPSM current solicitation webpage. Offerors are encouraged to monitor the web page for the most current addenda at www.fairfaxcounty.gov/dpsm/solic.

6. Late Proposals

Proposals received in the Office of the County Purchasing Agent after the date and time prescribed shall not be considered for contract award and shall be returned to the Offeror.

7. Proposal Evaluation Criteria

The following evaluation factors will be used to evaluate proposals and are listed in order of importance:

- 7.1. Quality of design and construction including principles of urban and sustainable design and walkability
- 7.2. The degree to which the development serves as a catalyst, contributing to the revitalization of the Richmond Highway corridor
- 7.3. Feasibility of proposed project, including financing and funding under 9% and 4% LIHTC scenarios (if proposed)
- 7.4. Extent to which the proposal meets or exceeds the desired unit affordability thresholds
- 7.5. Degree to which the Development Plan meets or exceeds the FCRHA's and County's goals as set forth herein
- 7.6. Offeror qualifications and past performance
- 7.7. Community and stakeholder outreach strategy
- 7.8. Proposed amount and timing of ground rent payments to the FCRHA – preference will be given to Offerors that propose the greatest non-contingent payments

8. Proposal Evaluation and Selection Process

- 8.1. A Proposal Review Committee (PRC) will be established to review and evaluate all proposals. The PRC will conduct a preliminary evaluation of all Proposals based on the evaluation factors listed above.
- 8.2. Based on the results of the preliminary evaluation, one or more Offerors may be invited by the County Purchasing Agent to make an oral presentation to the PRC.
- 8.3. The FCRHA and the County may request best and final offers from any or all Offerors at which point the PRC will conduct a final evaluation and rank order the proposals deemed responsive.

- 8.4. The PRC may, at any time, request any additional information it deems relevant and/or necessary for the purposes of its evaluation and decision making process.
- 8.5. The FCRHA reserves the right to enter into competitive negotiations with one or more Offerors.
- 8.6. As part of the competitive negotiation process, Offerors may be requested to provide the FCRHA and the County with more detailed designs, project specifications and cost models or other information deemed necessary. Any additional information provided to the FCRHA and the County will be at the sole risk and expense of the Offeror.
- 8.7. The FCRHA reserves the right, at its sole and discretion, to reject any or all proposals.
- 8.8. The designation of a Selected Developer will be based on the quality, clarity and thoroughness of the proposal and the degree to which it meets or exceeds the FCRHA's stated vision, goals and requirements and provides the FCRHA with the best value.

9. Available Studies, Engineering and Surveys

Location map, existing zoning graphic, boundary and topographic surveys, phase I environmental site assessment, phase I archaeological survey, natural resource report, Park Authority Master Plan and other relevant materials can be accessed online at <http://www.fairfaxcounty.gov/rha/northhillppea.htm>

APPENDIX A

DEVELOPMENT PROGRAM SUMMARY SHEET (by Building / Phase)	
DEVELOPMENT SCOPE	
Building GSF	
Building NSF	
Unit Count: 30% AMI Units	
Unit Count: 50% AMI Units	
Unit Count: 60% AMI Units	
Unit Count: 70% AMI Units	
Unit Count: 80% AMI Units	
Unit Count: Other (please specify)	
Unit Count: Market Rate Units	
Unit Count: Total Units	
Parking Spaces: Surface	
Parking Spaces: Below Grade	
Parking Spaces: Above Grade	
DEVELOPMENT COSTS	
Hard Costs	
Site work (\$ / GSF)	
Infrastructure (\$ / GSF)	
Base Building (\$ / GSF excluding Parking)	
Interiors (\$ / GSF)	
Parking Spaces: Below Grade (\$ / space)	
Parking Spaces: Above Grade (\$ / space)	
Other Hard Costs (add lines as necessary)	

APPENDIX A

DEVELOPMENT PROGRAM SUMMARY SHEET (by Building / Phase)	
Hard Cost Contingency (\$ / GSF)	
Total Hard Costs (\$ / GSF and \$ / unit)	
Soft Costs (\$ / GSF)	
Soft Cost Contingency (\$ / GSF)	
Development Fees (\$ / GSF)	
Construction Interest / Capitalized Interest (\$ / GSF)	
Other Financing Costs (\$ / GSF)	
Other Development Costs (\$ / GSF)	
Total Development Costs (\$ / GSF and \$ / unit)	
PROJECT FINANCING	
Debt	
Equity	
LIHTC Equity	
Other Sources (specify)	
Total Project Sources	
OPERATING / SALES ASSUMPTIONS (2013 \$'s)	
Rental Rate: 30% AMI Units (\$ / RSF)	
Rental Rate: 50% AMI Units (\$ / RSF)	
Rental Rate: 60% AMI Units (\$ / RSF)	
Rental Rate: 70% AMI Units (\$ / RSF)	
Rental Rate: 80% AMI Units (\$ / RSF)	
Rental Rate: WDU Units (\$ / RSF)	
Operating Expenses (\$ / RSF)	

APPENDIX A

DEVELOPMENT PROGRAM SUMMARY SHEET (by Building / Phase)	
NOI	
PROJECT RETURNS	
Going-In Cap Rate (NOI 2013 \$'s / Total Development Cost)	
Leveraged IRR	

Residential Unit Matrix

Unit Type - BDRM / BA (add lines as necessary)	Multi-family Units	
	# of Units	Unit Size (RSF)
Unit Type 1 (indicate AMI threshold)		
Unit Type 2 (indicate AMI threshold)		
Unit Type 3 (indicate AMI threshold)		
Unit Type 4 (indicate AMI threshold)		
Unit Type 5 (indicate AMI threshold)		
Unit Type 6 (indicate AMI threshold)		
Unit Type 7 (indicate AMI threshold)		
Unit Type 8 (indicate AMI threshold)		
Unit Type 9 (indicate AMI threshold)		
Unit Type 10 (indicate AMI threshold)		
Add lines for other Unit Types as necessary		